

## Message Text

LIMITED OFFICIAL USE

PAGE 01 PARIS 02529 291833Z

66

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 DODE-00 DOTE-00

INR-07 NSAE-00 RSC-01 FAA-00 L-02 /032 W  
----- 082825

R 291819Z JAN 75

FM AMEMBASSY PARIS

TO SECSTATE WASHDC 6255

INFO USDOC WASHDC

LIMITED OFFICIAL USE PARIS 02529

E.O. 11652: N/A

TAGS: EAIR, FR

SUBJECT: CIVAIR: AIR FRANCE REPLACEMENT OF ITS CARAVELLES  
LES

1. IN RADIO INTERVIEW JANUARY 27, GILBERT PEROL, DIRECTOR GENERAL OF AIR FRANCE, WAS ASKED WHETHER MERCURE MIGHT BE SUITABLE REPLACEMENT FOR OLD CARAVELLES WHICH AIR FRANCE IS ANXIOUS TO RETIRE SOON FROM ITS FLEET. PEROL SAID THAT MERCURE DID NOT SUIT AIR FRANCE NEEDS, WHICH WERE FOR AN AIRCRAFT OF SMALLER CAPACITY THAN MERCURE FOR USE ON MEDIUM-RANGE ROUTES SUCH AS PARIS-ATHENS. PEROL SAID THAT AIR FRANCE THEREFORE FELT THAT BOEING 737'S OR DOUGLAS DC-9'S WOULD BETTER SUIT ITS NEEDS.

2. COMMENT: BOEING REPS WERE VERY CONCERNED A FEW WEEKS BACK OVER RUMOR THEY HAD HEARD TO EFFECT THAT DOUGLAS MIGHT BE TRYING TO CRACK BOEING MONOPOLY OF AIR FRANCE MARKET BY OFFERING TO GO TO BECOME MARKETING REPRESENTATIVE IN US FOR AIRBUS IF IN EXCHANGE AIR FRANCE WOULD BUY DOUGLAS EQUIPMENT. WHEN WE ASKED REHM OF MCDONNELL DOUGLAS SALES STAFF ABOUT THIS WHEN HE WAS PASSING THROUGH PARIS LAST WEEK, HE CLAIMED TO BE UNINFORMED. HOWEVER, WHAT SUGGESTED TO HIM THAT THERE MIGHT BE SOMETHING TO THE RUMOR WAS THE PRESENCE IN PARIS AT THE SAME TIME OF TWO SENIOR VICE-PRESIDENTS

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 PARIS 02529 291833Z

OF MCDONNELL DOUGLAS ON HUSH-HUSH BUSINESS OF WHICH

REHM HAD BEEN KEPT IN THE DARK. (REHM SAID THAT HE HIMSELF HAD NOT CALLED AT AIR FRANCE, THOUGH HE HAD CONTACTED AIR CHARTER INTERNATIONAL, WHOLLY OWNED SUB-SIDIARY OF AIR FRANCE, IN EFFORT INTEREST THEM IN DC-9'S TO REPLACE CARAVELLES). SENIOR DOUGLAS OFFICIALS COULD, OF COURSE, HAVE BEEN MAKING STRAIGHT SALES PITCH TO AIR FRANCE, WITHOUT ANY TIE-IN WITH AIRBUS. WE HAVE NOT SOUGHT TO DELVE INTO ABOVE WITH FRENCH SOURCES IN ORDER NOT TO RISK MUDDYING THE WATERS OR GETTING CAUGHT IN POSSIBLE CROSSFIRE BETWEEN THE TWO AMERICAN CONSTRUCTORS.

3. RE MERCURE, STORIES CONTINUE TO CROP UP IN THE PRESS ABOUT ITS POSSIBLE USE AS FLYING TEST BENCH FOR GE-SNECMA CFM-56 ENGINE OR EVENTUAL REDESIGN OF MERCURE IN VERSION POWERED BY CFM-56 ENGINES AND HAVING EXTENDED RANGE. PEROL IN ABOVE INTERVIEW, WAS NOT VERY FLATTERING TOWARDS MERCURE, HOWEVER. WHEN INTERVIEWER REMARKED IT SEEMED "INCONCEIVABLE" THAT FIRM SUCH AS DASSAULT WOULD (WITH GOF ASSISTANCE) LAUNCH MERCURE PROJECT WITHOUT FIRST HAVING CHECKED WITH AIRLINES AS TO KIND OF AIRCRAFT THEY MIGHT NEED AND DESIRE, PEROL DRYLY AGREED THAT IT WAS INCONCEIVABLE AND HE SAID NO MORE.

4. PEROL ALSO NOTED THAT AIR FRANCE HAD NEVER BEEN CONSULTED IN ADVANCE BY THE GOF ON CONCORDE, AND HE QUESTIONED SOUNDNESS OF POLICY THAT WOULD IMPOSE ON A CARRIER ANY AIRCRAFT THAT MIGHT NOT BE RESPONSIVE TO ITS NEEDS.

RUSH

LIMITED OFFICIAL USE

NNN

## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** AIRCRAFT SALES, NEGOTIATIONS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 29 JAN 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** MorefiRH  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975PARIS02529  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750033-0695  
**From:** PARIS  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750110/aaaaairy.tel  
**Line Count:** 89  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** MorefiRH  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 19 MAY 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <19 MAY 2003 by BoyleJA>; APPROVED <19 MAY 2003 by MorefiRH>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** CIVAIR: AIR FRANCE REPLACEMENT OF ITS CARAVEL- LES  
**TAGS:** EAIR, FR, AIR FRANCE, MC DONNELL DOUGLAS, (PEROL, GILBERT)  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006